



United Way

By The Way...

URBAN/MUNICIPAL

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 1992

BURLINGTON, HAMILTON-WENTWORTH

Report Issue

URBAN MUNICIPAL

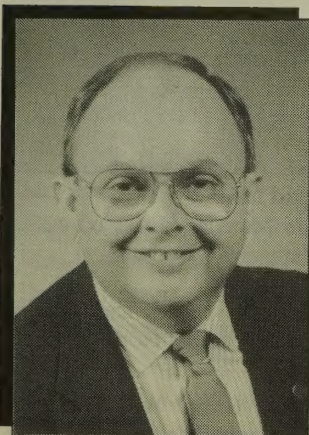
June 1992

1991 - A Year of Change

Report from the President and Executive Director

United Way of Burlington, Hamilton-Wentworth

SEP 17 1992



Richard Francescutti
President

Welcome to our "new look" 1991 Annual Report. We are taking a significant departure from the traditional annual report format. Part of the reason is that in these tough times it's mandatory that we practice austerity.

But we also want to celebrate the wonderful financial supporters, volunteers and agencies that are United Way of Burlington, Hamilton-Wentworth.

In 1991, our United Way reviewed its mission within our community and concluded that we exist to empower a diverse community to achieve positive social development.

The United Way has always prided itself on being the preeminent federated fund raiser within Burlington, Hamilton-Wentworth and this is the image that most people have of the organization. The image has been perpetuated by the "Annual Campaign" each October.

However, fundamental changes are occurring at unprecedented speed within the region we serve:

- The economic base is undergoing permanent restructuring;
- The social service needs of the community are expanding and intensifying;
- Fund raising has become increasingly more competitive;
- Donors face increased pressure while demanding that their limited dollars have a demonstrable impact on priority community needs; and
- The municipalities we serve are evolving in different ways with populations of differing requirements.

Strategically, this means that the United Way has to change and expand "the way we do business". The critical aspects of this change are facilitation, collaboration and empowerment.

We must use our skills to help bring together and ensure participation of all constituencies in our diverse community. We must work together as part of that community problem solving model. We must help provide the tools (resources, knowledge, processes, etc.) that are required by the community to address the issues it faces.

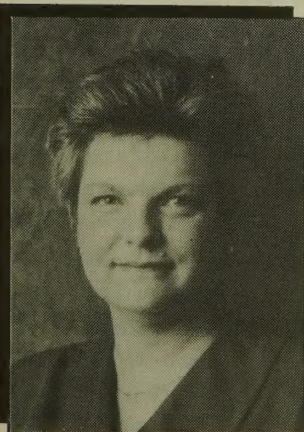
This is a very different role than in the past but it is also one that has been evolving over the past few years.

At a strategic level, this evolving role is manifesting itself in a variety of ways, including:

- Expansion of the fund raising efforts to sectors of the community with greatest potential;
- Community consultation on emerging and priority needs as an integral part of making funding decisions;
- Inclusion of traditionally marginalized groups;
- Joining with member agencies in appropriate advocacy roles on issues vital to the community; and
- Examination of the role of the Board and Volunteers of the United Way.

All change creates anxiety and the greater the change, the greater the anxiety. However, without the changes that are taking place, our United Way will undoubtedly cease to have relevance within our community and we will all be the less for that. This is a time of great energy and excitement and we are confident that the result will be a stronger and healthier community with a United Way that continues to serve the needs of all the members of that community.

We extend our thanks to all volunteers and staff for their efforts in carrying out the mission of the United Way during the past year. Our gratitude to the members of the Board for their support and vision during these difficult times. Special thanks go to Dave Mothersill, his Cabinet and Resource Development staff for running a quality campaign under the most trying of circumstances and congratulations on the very real success of that effort. Most especially, our sincerest gratitude to the Executive Committee of the United Way. Their vision, wisdom, energy, dedication and support in this time of significant and fundamental change, is so very important to the entire community we all serve.



Jody Orr
Executive Director

R. J. Francescutti
President

Jody Orr
Executive Director

If you don't give, who will?

In this issue:

- | | | |
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| • Leadership Givers | • Loaned Reps | • Financial Statement |
| • Profiles | • Thanks to Volunteers | • 1991 Allocations |
| • Where the Money Goes | • Employee Success Stories | • United Way Highlights |

1991/92

Board of Directors

President.....	Richard Francescutti <i>Westinghouse Canada Inc.</i>
Vice-Presidents	
Agency Relations.....	Dick Capling <i>Mohawk College</i>
Fund Raising.....	Ross Robinson* Jessica Brennan** <i>Canadian Red Cross Society</i>
Human Resources.....	Gary Hysop <i>Westinghouse Canada Inc.</i>
Labour.....	Bryan Adamczyk* <i>Hamilton & District Labour Council</i>
	Wayne Marston** <i>Communications & Electrical Workers of Canada, Local 42</i>
Marketing.....	Ron Coburn
Treasurer.....	Gloria Over <i>Dofasco Inc.</i>
Secretary.....	Bruce Garand

Board Members

Tom Atterton**, *Communications & Electrical Workers of Canada, Local 42*
Councillor Robert Brechin, *City of Burlington*
Brian Bressette, *U.S.W.A. Local 3561*
Phil Chabot*, *CUPE Local 5*
Dr. Luke Chan, *McMaster University*
Kendra Coats, *Kingsmill, Ross, McBride*
Heather Gavin, *O.P.S.E.U.*
Dr. Peter George, *McMaster University*
Gary Hysop, *Westinghouse Canada Inc.*
Sylvia Kajiura, *St. Eugene School*
Alderman Mary Kiss*, *Region of Hamilton-Wentworth*
Maureen McCarthy**, *U.F.C.W.*
Alderman William McMicking*, *Town of Dundas*
Michael Meyer, *Catholic Family Services of Hamilton-Wentworth*
Judy Mintz, *Dundas Community Services*
David Mothersill, *Dofasco Inc.*
Councillor Russ Powers**, *Town of Dundas*
Councillor John Prentice**, *Region of Hamilton*
Dr. Fran Scott, *Hamilton-Wentworth Department of Public Health*
Bob Sutton, *U.S.W.A., Local 1005*
Vincenza Travale, *Hamilton-Wentworth Separate School Board*
Bob Vair, *H.H. Robertson Inc.*
Alderman David Wilson, *City of Hamilton*
Josie Zurini

* Resigned during term ** Appointed during term

Board Consultants

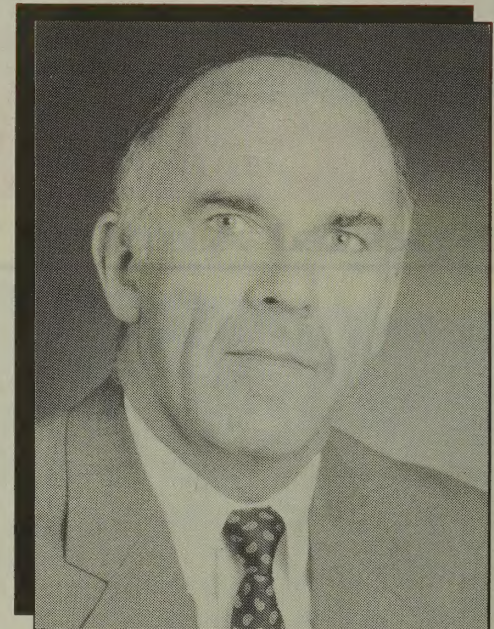
Roger Couldrey, *Bank of Montreal*
Mike Pennock, *Social Planning & Research Council of Hamilton & District*

1991 Campaign

The 1991 United Way Fund Raising Campaign provided both concern and gratification. The concern came from our inability to raise enough money during these tough times to provide service to all of the people in Burlington, Hamilton-Wentworth that require United Way help. On the other hand, the gratification was being able to raise more money than we raised in the previous year, an accomplishment resulting from the efforts of a very dedicated United Way Staff, the admirable contribution of our Loaned Representatives, the excellent cabinet membership, the hard-working volunteers, and the responsive community of Burlington, Hamilton-Wentworth.

The people in our community are to be congratulated on the remarkable way in which they have responded to help United Way meet the needs of the community. Over the last year, there have been a number of companies that have moved their operations outside our community or have gone out of business and their donations will be missed. New companies and new donors, representing a more diverse cross-section of the community than we have traditionally experienced, have been and must be pursued to protect the long-term viability of United Way, an organization committed to providing funding for our community.

Personally, I was pleased to have had the opportunity to be the 1991 United Way Campaign Chairman. The campaign results of \$6,700,000, or 97% of our goal, were superb considering the recessionary nature of the economy. I hope that our momentum will continue and that you will continue to support my successors in future years to ensure that United Way carries on its valuable work of responding to the needs of our community.



David Mothersill
Director of Raw Materials Dofasco Inc.
1991 Campaign Chairman

D. H. Mothersill
David Mothersill, Chairman

Thanks to the 1991 Campaign Cabinet:

Peter McCann
McCann Corporate Consulting Associates Inc.
Brian Mullen
Dofasco Inc.
Andrew Murie
Big Brothers Association of Burlington, Hamilton-Wentworth
Robert Parry
Halton Board of Education
Michael Schuster
Regional Municipality of Hamilton-Wentworth

Fred Dunbrack
Dofasco Inc.
Steve Evans
Mohawk College
Dr. Peter George
McMaster University
Peter Johnson
Hamilton Civic Hospitals – Henderson Division
Phil King
Olynyk, King & Duda Advertising Inc.
Tom Atterton
Communications & Electrical Workers of Canada, Local 42
Ted Bacigalupo
Canadian National Railway
Jessica Brennan
Canadian Red Cross Society
Roger Couldrey
Bank of Montreal



Some of the happy faces
on the 1991 Cabinet Team!

Leadership Givers Lead "The Way"

Leadership Givers – 1991

Leadership Givers continue to show their commitment to the United Way and the community. In the 1991 Campaign, just completed, Leadership Givers contributed a total of \$204,318, an average gift of \$1,332. We thank the following people for their generosity.

1991 PATHFINDER \$5,000 +

1991 PATRONS \$2,500 – \$4,999

Mr. Spence A. Allan
Mr. C.B. Campbell
Mr. Bruce Garand

Mr. Murray E. Hogarth
Mr. John Hutton
Mr. Ronald F. Martin

Mr. William W. Nelson
Ms. Valerie Yakemchuk
Mrs. Joyce Young

1991 LEADERS \$1,000 – \$2,499

Dr. M. Ali
Dr. Norman T. Allen
Mr. Thomas W. Atterton
Mr. Clarence Baker
Mr. Douglas T. Baker
Mrs. D. Joan Berta
Mrs. Diana Borowski
Dr. M.D. Brian
Ms. Jessica Brennan
Mrs. Laura E. Bridle
Mr. John W. Buschhausen
Dr. T.H. Cain
Mr. V.W. Cairns
Mr. Hohn Callaghan
Mr. C. Andrew Campbell
Ms. Valerie Campbell
Mr. & Mrs. Richard Capling
Mr. Alan Clark
Mr. Hugh Clark
Dr. S.J. Connelly
Mr. Ralph W. Cooper
Mr. Roger D. Couldrey
Mr. Joe Crabtree
Mr. Nelson R. Crockford
Mr. Charles Cushing
Mr. A.L. Darling
Dr. J.S. Davine
Mr. Gerry Dempsey
Ms. Antonia DeYoe
Dr. A.D. Dingle
Mr. Gary Donald
Mr. James W.M. Edwards
Dr. P.E. Elder
Dr. Neil V. Finnie

Mr. Doug Fraser
Mr. David Fulton
Dr. & Mrs. Peter George
Dr. G.R. Gerula
Mr. Frank M. Gibson
Mrs. Mary Gilmour
Dr. D.A. Goodings
Mr. David Gow
Dr. Lorna J. Grant
Mr. & Mrs. George Guest
Mr. Allan F. Hall
Dr. F.L. Hall
Mr. Robert A. Hall
Miss Lydia Hamilton
Mr. Gary Hanson
Mr. John Harris
Mr. Chris Harwood
Mrs. Beth Hearn
Dr. Arthur C. Heidebrecht
Dr. James Hicks
Dr. Brian Hurd
Mr. Gary Hysop
Ms. Kim Isaac
Dr. Edwin S. Janack
Dr. Martin Johns
Dr. A.L. Johnson
Mr. Richard W. Johnston
Dr. & Mrs. P.L. Kapur
Dr. G.A. Kenney-Wallace
Mrs. Nora Klient
Mr. Thomas C. Kraft
Ms. Marjorie Kraftcheck
Mr. & Mrs. J.R. Langs
Mr. & Mrs. Colin Lazier

Mr. J. Kenneth LeClair
Dr. Alvin A. Lee
Mr. Douglas G. Leyland
Mr. Bruce Lingen
Mr. David Lockhart
Mr. B. Loreto
Mr. K. Lyons
Mr. Larry MacDonald
Dr. P.D.M. MacDonald
Mr. Milton J. MacLean
Dr. Douglas Wm. MacPherson
Dr. L.G. Magee
Mr. Ron Marcelle
Mr. Jacques J. Marcotte
Mr. Argue Martin, Q.C.
Mr. Darryl McCall
Mrs. Ruth W. McIntyre
Mr. Cameron & Mrs. Janet McKenzie
Dr. D.W. McLean
Mr. Edward L. Message
Mr. R.C. Miller
Dr. Michael J. Mills
Mr. Thomas Moriarity
Mr. Michael Morrow
Dr. P.L. & Mrs. A. Newbigging
Dr. D. Offord
Mr. & Mrs. Rick Ogilvie
Ms. Jody Orr
Dr. B. Larry Pedlar
Dr. R.H. Pelton
Mr. Donald A. Pepper
Mr. Derek Price
Mr. E.B. Priestner

Mr. Murray Proctor
Mr. L.M. Rayworth
Mr. Glenn W. Riddell
Miss Phyllis Robinson
Dr. Paula Roth
Dr. John Rook
Mr. Roland Sawchenko
Mr. Ralph J. Sazio
Dr. George K. Scott
Mr. David Seldon
Mr. Stuart Seldon
Mr. George A. Simpson
Mr. Donald S. Smith
Ms. Faye A. Smith
Mr. Ray Smith
Miss Helen Soltes
Dr. D.W.L. Sprung
Mr. Larry Stavinga
Mr. Glen Swire
Mr. Michael Taylor
Ms. Vincenza Travale
Mr. Tony & Mrs. Nancy Turner
Dr. T.E. Tweedie
Mr. G. Vallee
Dr. W.C. Vaughan
Mr. W.H. Warden
Mr. M. Webber
Mr. John Whyte
Mr. R.G. Wilson
Mr. Mark Woodburn
Mr. Alvin R. Woods (deceased)
Dr. David Woods
Hon. Mr. Justice Yates
Mr. T.E. Yates

NOTE: In addition to those listed above, there are leaders who wished to remain anonymous. Our regret if we have unknowingly omitted you.

Thank You!

Where The Money Goes

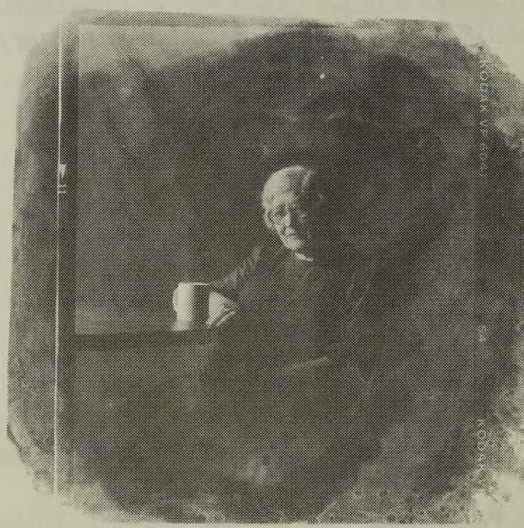
1991 Allocations of \$5.86 Million



27.9% SPENT ON CHILDREN & YOUTH

Your United Way dollars provide:

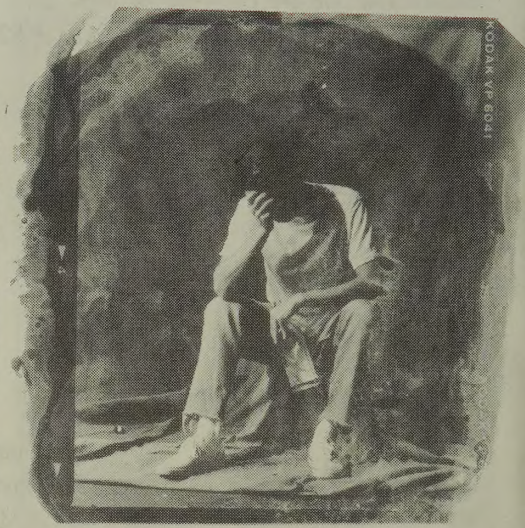
- Services for drug & alcohol addicted youth.
- Big Brothers, Big Sisters.
- Daycamp and after school care for children from single parent families or working families.
- Group and individual therapy.
- Support for sexually abused children.



12.2% SPENT ON SENIORS & SHUT-INS

Your United Way dollars provide:

- Meals On Wheels, home nursing and visiting to house bound seniors.
- Phone support services.
- Counselling and support services for families of seniors and seniors themselves.
- Aid for stroke recovery victims.



26.0% SPENT ON TROUBLED FAMILIES & INDIVIDUALS

Your United Way dollars provide:

- Counselling to help families cope with problems such as divorce, separation, unemployment, violence, substance abuse and bereavement.
- Credit counselling.
- Support for victims of assault and violence.
- Emergency food, clothing and social support.

10.9% SPENT ON HEALTH CARE SERVICES

Your United Way dollars provide:

- Information and referral services.
- Counselling on learning to live with illness for patients and families.
- Red Cross services.
- Training and Education in First Aid.
- Coping with schizophrenia, mental illness, a colostomy or ileostomy.
- Volunteer visiting.

9.6% SPENT ON SERVICES FOR DISABLED PEOPLE

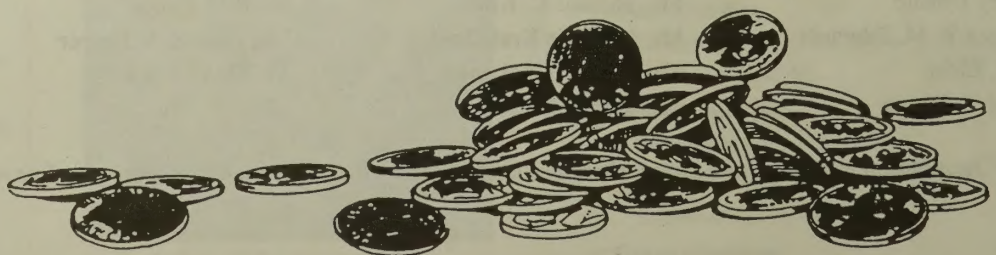
Your United Way dollars provide:

- Services to provide help for the blind, hearing impaired and support for people with other disabilities.
- Counselling and emotional support, life skills training, and programs to help individuals remain independent and capable.
- Daycamp for disabled kids.

13.4% SPENT ON THE COMMUNITY AT LARGE

Your United Way dollars provide:

- Information and referral service.
- Developing voluntary community agencies.
- Community social planning & development.
- Recruiting volunteers for community agencies.



1991 Loaned Representatives

Ever Wonder Who Helps Raise Funds For The United Way?

The success of the United Way depends on many thousands of fund raising volunteers who give of their time generously. They are supported by Loaned Representatives, individuals who combine a variety of skills and expertise with United Way training and development in order to provide a very important resource to the Campaign. The Loaned Reps in 1991 were as follows:

Jerry Boissonneault, Halton Roman Catholic School Board
Victor Brodeur, City of Burlington
Winston C. Campbell, Ministry of Community & Social Services
Bill Celinscak, Westinghouse Canada Inc.
David Croley, Canada Mortgage & Housing Corporation
Sandra DeTina
Filomena DiCarlo, United Way of Burlington, Hamilton-Wentworth
Sid Emberley, McMaster University
Robert (Bob) Ellison, HECFI
Theresa Giovinnazzo, Toronto-Dominion Bank
Sally B. Kellogg, Hamilton-Wentworth Region
Shirley D. Lapierre, Procter & Gamble Inc.
Susan Lennox, Hamilton Civic Hospitals
Dennis Maguire, Canadian Red Cross Society
Debbie Neale, Canada Post
Donna O'Reilly, Bell Canada
Dan Orescanin, Dofasco Inc.
Sue Scharf-Green, Department of Communications

Ann E. Shaw, Ministry of Labour
Jean E. Squires, C.I.B.C.
Janine Vickers, Dofasco Inc.

Stan White, Dofasco Inc.
Barrie Williams, The Hamilton Spectator



What a Team! The 1991 Loaned Reps wrap up the Campaign with United Way Staff.

Thanks To All Our Volunteers!

Volunteers are the key to success at the United Way. We extend our sincere appreciation to all those volunteers who are named on these pages, and to the thousands who are not. Your contribution to United Way and to your community is immeasurable. The following are volunteers who made a special contribution through serving on committees:

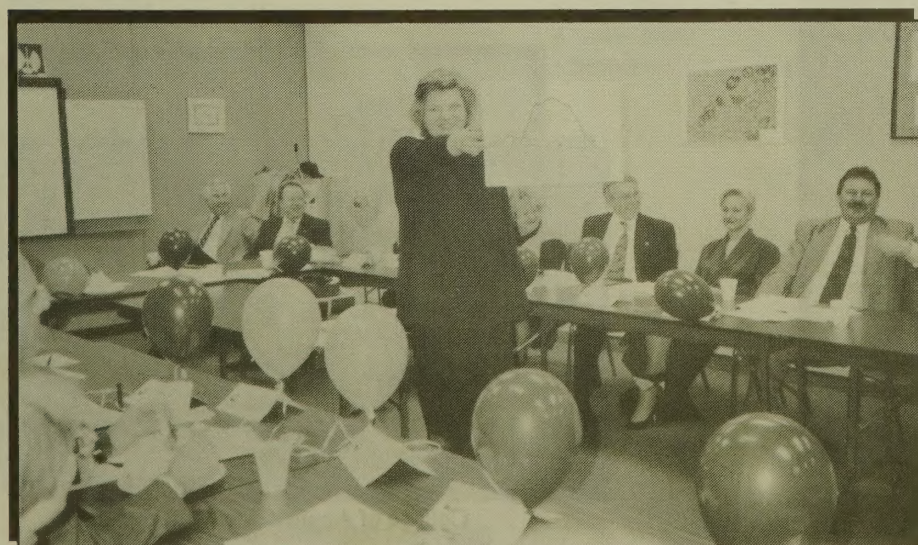
Michael Meyer, Chair
Boris Chemerys
Paul Lamb
Phil King, Chair
Tom Atterton

Ron Binns
Mary Campanella
Lee Claus
Richard J. Francescutti, Chair

Heather Gavin
Gary Hysop, Chair
Gloria Over, Chair
Wayne Marston, Chair
Bryan Adamczyk

Brian Bressette
Denise Brooks
Nu Quach
Terri McCarthy
Natalie Muryn
Evelyn Myrie
Ron Coburn
Lawrence Galoni
Joan Hendershot
Yarko Horvath
Gerry Milinkovic
Judy Mintz
Mike Pennock
William Bain
Bruce Garand
Phil Chabot
Bill Fuller
Scott MacEachern*
Jessica Brennan, Chair
Jill Rumble
Jan Siim
Dave Mothersill
Al Robson
Josie Zurini
Ronika Fraser

Malcolm Graham
Bob Matteson
Linda Mooradian
Fran Scott
Lynn Davies
Dr. Peter George
Elizabeth (Liz) Golka
Bob Vair, Chair
Diane Scott, Vice-Chair
Al Addis
Jessica Brennan
Dick Capling
Mary DiBattista
Sandra Stephenson
Larry Szpirglas
Dwayne Williams
Caroline Ball, Consultant
Elaine Eastman, Consultant
Bill Patcheson
Pat Smith
Bob Sutton
Pat Sutton
Alderman David Wilson
Trevor Green
Judith McCullough



United Way "Salute to Success"

Employee Award Winners

Employees and union members work very hard each year to raise funds for the United Way. We would like to thank all Employee Campaign Chairpeople and their canvassers for a job well done during the 1991 Campaign. We would also like to thank their Corporations, Organizations, and Union Locals for the tremendous support displayed.

PLATINUM

Alternatives for Youth
Ball Packaging Products Canada, Inc. – Head Office
Boy Scouts of Canada
Canadian Drawn Steel Co. & Local 1031 U.S.W.A.
Canadian Hearing Society, Hamilton Region
Canadian Imperial Bank of Commerce
• Gage & Fennell
• Mount Albion & Greenhill
• Mount Hope
• King & Rosedale
Canadian National Institute for the Blind, Hamilton-Wentworth
Canadian Red Cross Society,
• Burlington Branch
• Flamborough Branch
• Hamilton Branch
Catholic Family Services of Hamilton-Wentworth
Dan Gismondi Real Estate Inc.
Federal Government Employees
• Members of P.S.A.C.
• Hamilton Weather Office
Fisher & Ludlow Inc. & Local 520 U.E.W.
Fred Hall & Son Ltd.
H. Ross Newman Real Estate Broker
Halton Social Planning Council
Hamilton East Kiwanis Boys' & Girls' Club
Hamilton & District Literacy Council
Harris Rebar, Shop Local 734, Ironworkers
Hong Kong Bank of Canada
Instron Canada Inc.
J.D. Love Real Estate Services Ltd.

Jennings Insurance Limited
Laidlaw Inc., Transit Group
London Life Insurance Co.,
• King Street West, Hamilton
MLH & A Inc. / K.G. Brown Associates
Mainway Appraisers
Marvin Caplan Gentlemen's Apparel
National Bank of Canada – Commercial Lending Centre
Nesbitt Thomson Deacon Inc.
Pastoral Counselling Centre
Hamilton-Wentworth
Provincial Government Employees
• O.P.S.E.U., Local 205
• Assessment Review Board
• Ministry of Attorney General, Small Claims Court, Hamilton
Re/Max Escarpment Realty Inc.
Re/Max Grand Realty Inc.
Royal Bank of Canada
• Barton & Ottawa
• Locke & Main
• East End I.B. Centre
• Corporate Centre – Private Banking
• Stoney Creek Area Office
• Upper Hamilton Mountain Area Office
• Hamilton Centre Area Office
• Mountain I.B. Centre
Royal LePage Real Estate Services Ltd.
• Lakeshore Road
Royal Trust
Social Planning and Research Council of Hamilton & District
Stoney Creek Hydro-Electric Commission
Sun Canadian Pipe Line Co. Ltd.



Bailey Canada Inc.

Sunoco Inc., Hamilton
The Cumis Group Limited
The Regional Municipality of Hamilton-Wentworth
• Members of C.U.P.E., Locals 5 & 167
• Systems Department
• Legal Services Department
Toronto Dominion Bank
• Charlton Avenue
• James & Augusta
United Way of Burlington, Hamilton-Wentworth
Volunteer Centre of Hamilton & District
Wentworth County Board of Education
• Adult Education Centre
Westinghouse Canada, Inc.
• Corporate Office
• Construction & Industrial Products Division



Reg Whynott, Chairman
Regional Municipality of Hamilton-Wentworth



1991 Employee Campaign Committee, Mohawk College of Applied Arts & Technology



Joseph Brant Memorial Hospital

GOLD

Ball Packaging Products Canada Inc.,

Burlington, Local 863 I.A.M.

Barclay Construction Ltd.

Boiler Inspection & Insurance

Burlington Bereavement Resource Council

Buzza Realty Inc.

CRS Plus Inc.

Canada Post Corporation

- Hamilton Mail Processing Facility

- Members of CUPW, PSAC, ACOC, UPCE

Canada Trust – Commercial Mortgages

Canadian Imperial Bank of Commerce

- Grimsby

- King & Wellington

- Centre Mall

- Barton & Millen

- Queen & York

- Ottawa & Campbell

- Ancaster

- Sherman & Barton

- Commerce Place

- James & Fennell

- Concession Street

Commcorp Financial Services Inc.

Crestmount Funeral Home

Dalton Insurance Brokers

Degussa Canada Ltd.

Deloitte & Touche

Doane Raymond Pannell

Dofasco Employee Donations Fund

Dundas Community Services

Dunwoody & Company

Durward, Jones, Barkwell & Co.

Elkem Metal Canada Inc.

Ennis Paikin Steel, Local 16505 U.S.W.A.

Federal Government Employees

- Members of P.S.A.C.

- Canada Mortgage & Housing Corp.

- External Affairs Passport Offices

Fred Arnold & Associates Inc.

Grand & Toy

Halton Adolescent Support Services

Halton Roman Catholic School Board

- Holy Rosary School

- St. Dominics School

Hamilton Board of Education

- Hillsdale Junior School

- Phoenix Alternative Education Centre

- R.A. Riddell School

- Red Hill School

- Ridgemount School

Hamilton Paper Box Ltd.

H-W Roman Catholic Separate School Board

- Christ the King School

- St. Mary's Special Education

- St. Joseph's School

- St. Teresa of Avila School

Intermetco Ltd.

Joseph Brant Memorial Hospital – Community

Health Services Centre

Laidlaw Inc.

Laurel Steel

Lazier, Hickey, Langs, O'Neil

Lenscrafters – Limeridge Mall

Moore & Davis Ltd.

National Bank – Upper James

National Slag Ltd.

Navistar International Corp. Can.

Nelson Steel

Paul Revere Life Ins. Co.

- Group Sales

- Hamilton Niagara Sales

Procter & Gamble Inc.

Provincial Government Employees

- Members of O.P.S.E.U., Local 205

- Members of C.U.P.E., Local 767

- Ministry of Community & Social Services, Hamilton

- Ministry of Correctional Services – Training

- H-W Housing Authority

- Land Registry Office

- Probation Services – Juvenile

- Provincial Public Health Lab

- Support & Custody Enforcement

Ronald D. Hahn Real Estate

Royal Bank of Canada

- Grays Road & Highway 8

- Centre Mall

- Downtown I.B. Centre

- York & Bay

- Paramount & Mistywood

- Business Services, Burlington

- Burlington I.B. Centre

- Burlington Area Office

Stanley Tools Canada

The Multiple Sclerosis Society of Canada,

Hamilton & District Chapter

The Regional Municipality of

Hamilton-Wentworth

- Members of C.U.P.E., Locals 5 & 167

- Freeway Department

- Economic Development Department

- C.A.O.'s Office

United Parcel Service

Wellington Insurance Co.

Wentworth County Board of Education

- Parkwood School

- Adult Education

- Memorial Building

- Program Services

Westbury Canadian Life Insurance Co.

Westinghouse Canada Inc.

- Power Generation Canadian Division

- Motor Co. Canada Ltd.

- Canadian Services Division

- Wesco

White Radio Ltd.



Metro Hamilton Real Estate Board



Marvin Caplan Employee Campaign



Lenscrafters – Limeridge Mall

Thanks to All Employee Campaigns!

Announcing the 1991 top 36 Employee Accounts . . .

Many, many thanks for the outstanding support of the employees, union members and corporations of our top 36 financial supporting organizations – they form the backbone of our annual campaign.

Ball Packaging Products Canada Inc.
(Burlington and Hamilton plant locations)
and Members of International Association of
Machinists, Local 863, and Can Workers,
Local 354

Bank of Montreal and Members of Our People
Fund

Bell Canada and Members of the Employee
Fund for Community Services

Employees of the Canada Centre for Inland
Waters and Members of the Public Service
Alliance of Canada, Local 00144
Environmental Component; Professional
Institute of Public Service of Canada,
Burlington/Hamilton Branch; International
Brotherhood of Electrical Workers, Local
2228; Economists, Sociologists and
Statisticians Association

Canada Post Corporation and Employees;
Members of Public Service Alliance of
Canada; Canadian Union Postal Workers;
Association of Postal Officials of Canada;
Union of Postal Communication Employees
of Canada

Canada Trust and Employees

Canadian Imperial Bank of Commerce and
Employees

Commcorp Financial Services Inc. and
Employees

The CUMIS Group Limited and Employees
and Members of Office & Professional
Employees International Union, Local 290

Dofasco Inc. and Members of Dofasco
Employees' Donations Fund

Federal Government Offices and Members of
Public Service Alliance of Canada

Ford Motor Co. of Canada Inc. and Members of
Canadian Auto Workers, Local 707

Staff of Halton Public Board of Education
Staff of Halton Separate School Board
Members of the Hamilton Civic Employees
Charity Fund

Staff of Hamilton Public Board of Education
Staff of Hamilton Roman Catholic School
Board

J.I. Case Co. and Members of J.I. Case
Employees' United Charities Fund

Laidlaw Inc. and Employees

Staff & Faculty of McMaster University

Metropolitan Hamilton Real Estate Board

Staff & Faculty of Mohawk College

Paul Revere Life Insurance Co. and Employees

Procter & Gamble Inc. and Members of Procter
& Gamble Employees' Charity Fund

Provincial Government Offices and Members
of Ontario Public Service Employees Union

Employees of the Regional Municipality of
Hamilton-Wentworth and Members of
Canadian Union of Public Employees, Local
5 & 167; Amalgamated Transit Union, Local
107; Ontario Nurses Association, Locals 50
& 72; International Union of Operating
Engineers, Local 772

Royal Bank of Canada and Employees

Simcoe Erie Group and Employees

Slater Steel, Hamilton Specialty Bar Division
and Members of Hourly & Salaried
Employees Funds

The Spectator and Employees and Members of
The Spectator Charitable Donations
Employee Fund

Stelco Inc. and Members of United
Steelworkers of America Locals, 1005, 5328,
3561, 8460

Staff of St. Joseph's Hospital and Members of
Canadian Union of Public Employees, Local
786; Ontario Nurses Association, Local 75;
Ontario Public Service Employees Union,
Local 205; United Plant Guard Workers of
America

Toronto Dominion Bank and Employees

Union Gas Ltd. and Members of the Employees
Charities Fund

Staff of Wentworth County Board of Education

Westinghouse Canda Inc. and Members of
Westinghouse Employee Charity Trust Fund

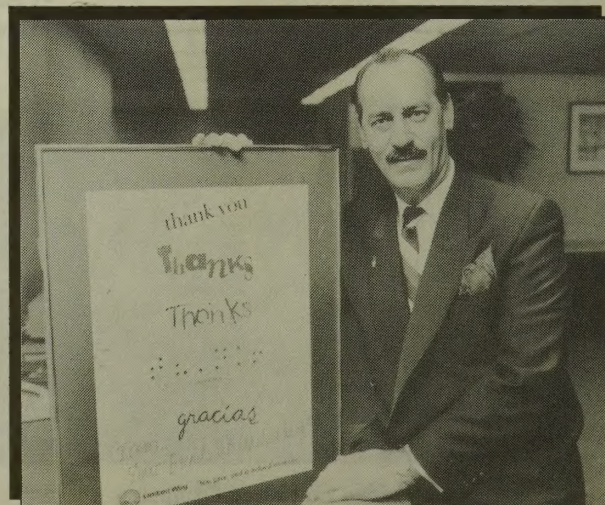


Bob Cleaver,
Charity Fund Employee Campaign Chairman
Procter & Gamble Inc.



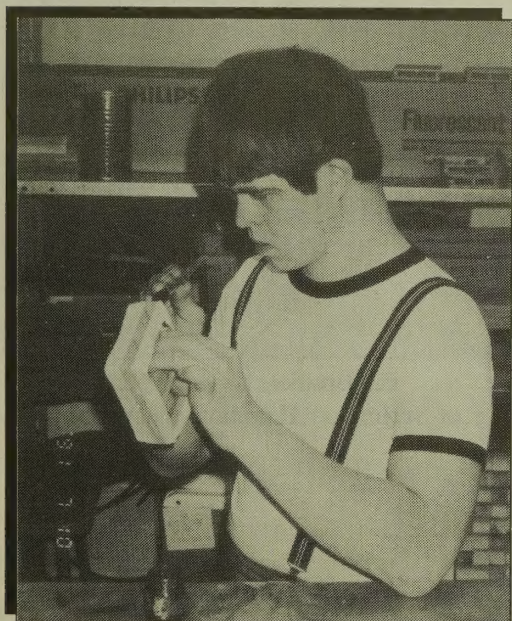
Thanks to Dofasco
and its employees.
They continue to be
the single largest supporter
of United Way
in our community.

John O'Toole
Dofasco Employees'
Donations Fund





A Lifeline in our Community
The Canadian Red Cross



The Hamilton Association
for Community Living



The Elizabeth Fry Society Car Wash



YMCA / YWCA

Hamilton and District United Appeal Operating Fund Statement of Financial Activities and Surplus Year Ended March 31, 1992

	1992	1991
SUPPORT FROM THE GENERAL PUBLIC	\$6,643,086	\$7,261,446
Allowance for pledge losses	312,271	460,923
	\$6,330,815	\$6,800,523
UNITED WAYS OF ONTARIO/TRILLIUM COMMUNITY FUND	17,184	11,500
Funds available for allocation	\$6,347,999	\$6,812,023
DISTRIBUTION OF FUNDS		
Allocations to funded services	5,838,592	5,949,780
Management expenses		
• Fund Raising	552,009	556,544
• Administration	320,756	307,422
• Agency Relations	150,858	165,586
• Marketing	168,291	141,468
	\$1,191,914	\$1,171,020
Total allocations and expenses	\$7,030,506	\$7,120,800
SURPLUS (DEFICIT) FROM OPERATIONS	(\$682,507)	(\$308,777)
TRANSFER FROM THE RESERVE FUND	682,507	266,677
SURPLUS (DEFICIT), BEGINNING OF YEAR	\$0	\$42,100
SURPLUS, END OF YEAR	\$0	\$0

Hamilton and District United Appeal Reserve Fund Balance Sheet Year Ended March 31, 1992

	1992	1991
ASSETS		
Cash	\$6,111	\$233,632
Term deposits	1,550,000	2,000,000
Interest receivable	26,383	55,684
Due from Operating Fund	170,260	-
Funds held by the United Ways of Ontario	208,103	201,762
	\$1,960,857	\$2,491,078
LIABILITIES		
Due to operating fund	-	302,934
RESERVE FUND BALANCE	\$1,960,857	\$2,188,144

These reports are an abbreviated form of the audited Financial Statement of the Hamilton and District United Appeal (operating as United Way of Burlington, Hamilton-Wentworth) for the period ending March 31, 1992 reported on by our auditors, Deloitte & Touche, Chartered Accountants, in their report dated May 15, 1992.

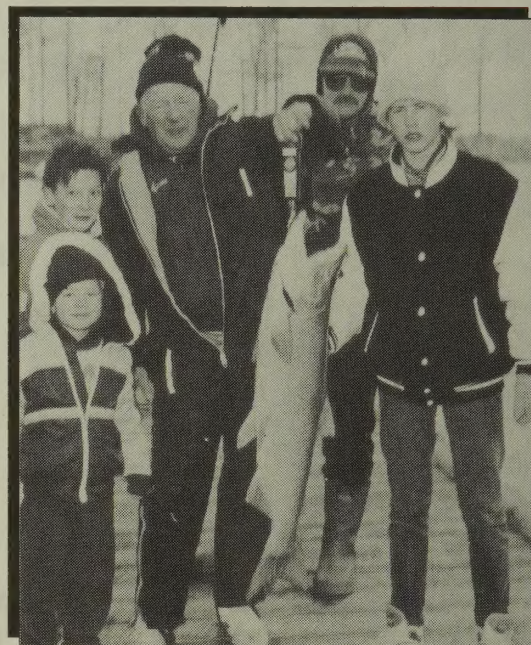
Copies of the complete audited financial statements are available for review at the United Way, 177 Rebecca Street, Hamilton, Ontario.

United Way Agencies

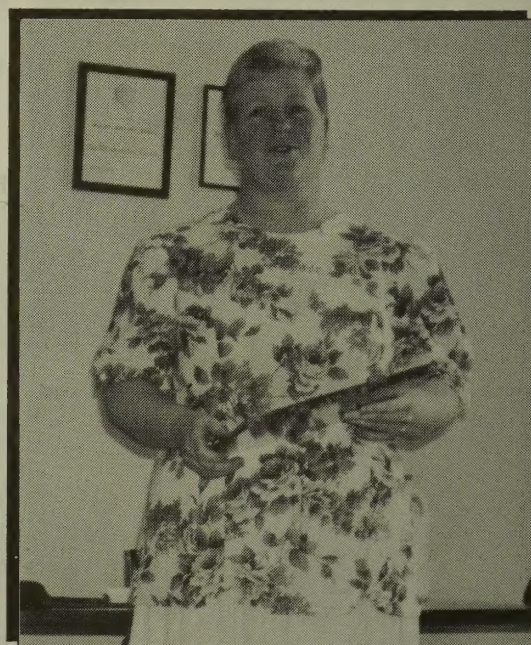
Schedule of Allocations to Funded Services

Twelve Months Ended March 1992

ALLOCATIONS TO FUNDED SERVICES	March 31, 1992	March 31, 1991
Alternatives for Youth	114,650.00	111,311.00
Amity Goodwill Industries	20,309.00	19,717.00
Big Brother Association of Burlington & Hamilton-Wentworth Inc.	333,136.00	328,116.00
Big Sister Association of Hamilton & District Inc.	56,806.00	52,189.00
Boy Scouts of Canada -		
Hamilton-Wentworth Regional Council	114,390.00	114,390.00
Burlington Association for Community Living	110,360.00	107,146.00
Burlington Bereavement Resource Council	20,174.00	19,586.00
Canadian Hearing Society -		
Hamilton & District Regional Office	61,643.00	72,376.00
Canadian Mental Health Association - Halton Branch	25,135.00	24,403.00
Canadian Mental Health Association -		
Hamilton-Wentworth Branch	152,228.00	147,794.00
Canadian National Institute for the Blind - Halton-Peel	30,294.00	32,086.00
Canadian National Institute for the Blind -		
Hamilton-Wentworth	180,762.00	180,762.00
Canadian Red Cross Society	775,000.00	756,000.00
The Catholic Family Services of Hamilton-Wentworth	254,928.00	237,692.00
Catholic Youth Organization	167,724.00	162,839.00
COHR Family Services	64,574.00	62,693.00
Community Information Service of Hamilton-Wentworth	69,912.00	67,876.00
Dundas Community Services	35,323.00	34,294.00
The Elizabeth Fry Society - Hamilton Branch	135,382.00	131,439.00
Family Services of Hamilton-Wentworth, Inc.	515,676.00	507,958.31
Friends of Schizophrenics - Hamilton Chapter	20,908.00	20,299.00
Girl Guides of Canada - Hamilton Area	34,505.00	34,285.00
Halton Family Services	103,815.00	100,791.00
Halton Helping Hands	0.00	50.00
Halton Social Planning Council	86,298.00	84,093.00
Hamilton Association for Community Living	101,800.00	98,835.00
Hamilton & District Literacy Council	18,069.00	17,543.00
Hamilton & District Ostomy Association	7,750.00	7,750.00
Hamilton East Kiwanis Boys' & Girls' Club	108,162.00	105,012.00
Jewish Community Centre of Hamilton-Wentworth	12,000.00	12,000.00
Jewish Social Services	44,000.00	44,000.00
John Howard Society of Hamilton-Wentworth & District	140,535.00	138,587.00
Multiple Sclerosis Society of Canada -		
Hamilton District Chapter	71,400.00	71,400.00
The Navy League of Canada - Hamilton Branch	30,377.00	29,492.00
Nelson Youth Centres	49,806.00	48,355.00
Ontario Social Development Council	8,189.00	7,950.00
Parental Stress Services	38,234.00	34,267.00
Pastoral Counselling Centre (Hamilton-Wentworth)	15,936.00	15,466.00
Roxborough PARC East End Multi-Service Centre	9,577.00	9,298.00
St. Elizabeth Visiting Nurses Association	9,641.00	9,360.00
The St. John Ambulance Association - Burlington Branch	12,612.00	15,384.00
The St. John Ambulance Association - Hamilton Branch	38,239.00	37,125.00
St. Joseph's Villa	37,559.00	36,465.00
St. Matthew's House	0.00	58,822.00
Sexual Assault Centre (Hamilton & Area)	66,118.00	66,118.00



Big Brothers Association
of Burlington, Hamilton-Wentworth



Mother of the Year
Multiple Sclerosis Society



Canadian National Institute for the Blind



Amity Goodwill Industries
Participants in the Goodwill Industries Games
held in Hamilton, Summer of '91



United Way is "the Way" to Help the Most
1991 Annual Report

ALLOCATIONS TO FUNDED SERVICES – cont.

	March 31, 1992	March 31, 1991
Social Planning and Research Council of Hamilton & District	277,928.00	277,291.00
Stroke Recovery Association – Burlington Chapter	2,612.00	2,536.00
Tele-Touch (Seniors)	10,599.00	10,290.00
Victorian Order of Nurses – Halton Branch	48,325.00	63,764.00
Victorian Order of Nurses – Hamilton-Wentworth Branch	62,858.00	61,027.00
Visiting Homemakers Association of Hamilton-Wentworth	70,499.00	78,076.00
Volunteer Centre of Hamilton & District	144,717.00	140,502.00
The Hamilton/Burlington YMCA	264,661.00	272,261.00
The Hamilton YWCA – MacNab Street Branch	323,445.00	314,104.00
The Hamilton YWCA – Ottawa Street Branch	234,219.00	227,317.00
TOTAL ALLOCATIONS TO FUNDED SERVICES	5,743,799.00	5,720,582.31

ALLOCATIONS FOR DEMONSTRATION AND DEVELOPMENT PURPOSES

	March 31, 1992	March 31, 1991
Big Sister Association of Hamilton & District	—	—
Burlington Association for Community Living	—	5,000.00
Canadian National Institute for the Blind – Hamilton-Wentworth	—	11,000.00
Emergency Shelter Foundation of Hamilton-Wentworth	16,500.00	—
Epilepsy — Hamilton and District Association	—	—
Halton Down Syndrome Association	7,246.00	5,000.00
Halton Recovery House	—	5,000.00
Halton Sexual Abuse Program	32,000.00	6,000.00
Hamilton Area Teenage Mothers Society	—	13,650.00
Hamilton Central Boys' & Girls' Club	—	15,000.00
Hamilton East Kiwanis Boys' & Girls' Club	—	10,450.00
Hamilton-Wentworth Association for Children & Adults with Learning Disabilities	—	10,000.00
Information Flamorough	—	3,300.00
Kiwanis (East Hamilton) Community Services	—	11,263.00
Learning Disabilities Association, Halton	—	6,800.00
Neighbour to Neighbour Drop In Centre	—	5,000.00
New Mothers Support Group	—	—
Roxborough PARC East End Multi-Service Centre	—	—
St. Elizabeth Visiting Nurses Association	—	—
Victorian Order of Nurses – Halton Branch (Seniors Day Program)	—	14,446.00
Victorian Order of Nurses – Hamilton-Wentworth (Adult Day Care)	—	20,800.00
Women's Centre of Hamilton-Wentworth	15,000.00	—
TOTAL ALLOCATIONS FOR DEMONSTRATION AND DEVELOPMENT PURPOSES	70,746.00	142,709.00

ALLOCATIONS FOR UNITED WAY PROGRAMS

	March 31, 1992	March 31, 1991
Labour Community Services	17,325.00	47,200.00
Leadership Development Services	6,721.00	39,288.00

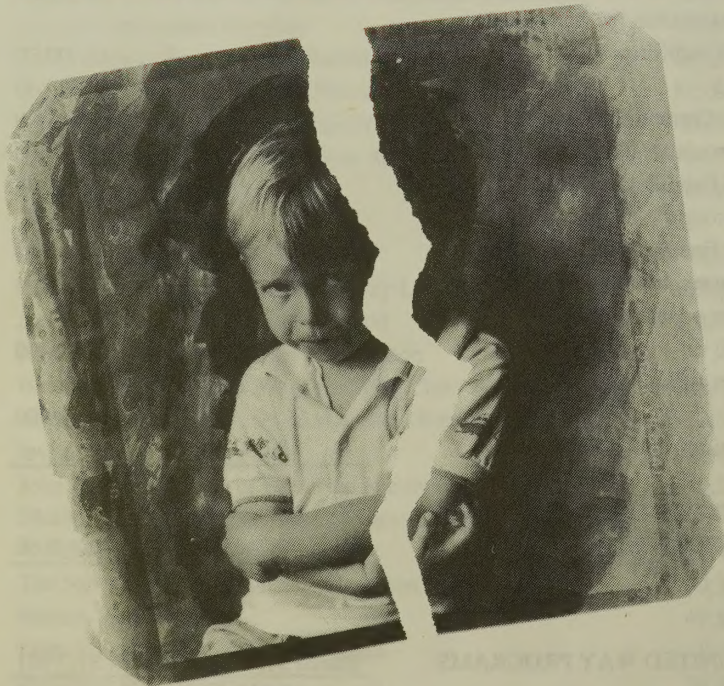
TOTAL ALLOCATIONS FOR UNITED WAY PROGRAMS

	24,046.00	86,488.00
TOTAL ALLOCATIONS	5,838,591.00	5,949,779.31

How Does United Way Work?

United Way Highlights 1991/92

- Strategic Framework adopted by the United Way
- Task Force on Multicultural Change begins meeting and starts the change process
- Volunteer Management Working Group recommends new processes for volunteer recruitment, orientation, and recognition and a part time Volunteer Co-ordinator is hired
- 1991 Campaign raises \$6,700,000, a 2.3% increase over the previous year
- Resource Development expands its efforts to enhance donor/customer satisfaction
- Companies, organizations and unions support the United Way by giving us 23 Loaned Representatives
- Marketing develops a new approach which emphasizes needs in the community and the impact of donor dollars on the community
- It is estimated the 87% of residents in the Burlington and Hamilton-Wentworth area "heard" the United Way message in the 1991 Campaign
- Donated advertising increases by approximately 150%
- Redeployment of staff allows us to begin work on a Planned Giving Programme
- Using the Reserve Fund for a second year, agencies receive an across the board allocation of 97% of their allocation of the previous year
- Citizen Review is suspended for one year, and replaced by an accountability process, freeing up staff and volunteer time to begin a detailed evaluation of the effectiveness of the allocations system
- A community consultation – in which over 600 organizations and individuals are invited to participate – results in new priorities and criteria for Demonstration and Development funding
- Leadership Development Services expands its services to include facilitation and consultation along with training . . . approximately 50 organizations use LDS services over the year 91/92
- Leadership Development Services finds its client base shifting as it works increasingly in partnership with the diverse community
- Gifts in Kind distributes \$132,000 worth of goods to agencies donated by 35 companies, organizations and individuals
- Gifts in Kind expands its services to include non-member not for profit organizations and agencies
- Labour Community Services trains an additional 25 Union Counsellors
- Through the activity of a variety of volunteers and staff, the United Way is actively engaged in a wide variety of community problem solving activities, such as the Regional Employment Adjustment Committee of Hamilton-Wentworth (REACH), the Poverty 2000 Forum, the Ontario Anti-Racism Advisory Working Group and the Ontario in Confederation Conference and works with Family Service organizations to advocate to the Province for credit counselling programmes.



Help Mend Broken Lives

If you don't give, who will?



By The Way... THE UNITED WAY NEWSLETTER

is published at our headquarters,

177 Rebecca Street, Hamilton L8R 1B9 • Phone (416) 527-4543 • Fax (416) 527-5152

Please Contact: Anne Inch or Carol Pozzo, Marketing Department